

**VIRGINIA REAL ESTATE BOARD  
EDUCATION COMMITTEE  
REPORT OF MEETING  
APRIL 22, 2003**

The Real Estate Board Education Committee met on Tuesday, April 22, 2003 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Real Estate Board Members present:           S. Ronald Owens  
  Sharon Parker Johnson  
  R. Schaefer Oglesby (arrived at 1:10 p.m.)

Staff members present                           Werner Versch II, Education Administrator

The meeting was called to order at 1:00 p.m.

Motion was made and seconded to approved the agenda.

The following actions were taken:

A.     Three (3) real estate school applications were approved.

1.     Wachovia Exchange Services, Inc., 401 Linden Street,  
          Winston-Salem NC 27101 Contact Person: Nichol  
          Phillips
2.     Weichert Real Estate School, 6610 Rockledge Drive,  
          #100, Bethesda MD 20817 Director: Jay Gabele
3.     Landmark Real Estate Academy, 203 Twinbridge Lane,  
          Richmond VA 23225 Director: E. Regina Randolph

B.     Sixty-four (64) continuing education courses were approved. Of these courses:

Nine (9) were re-approvals of previously approved courses offered by NVAR, an approved school.

1.     11798 Property Management, 4 hours real estate  
          related
2.     15498 At Home With Diversity, 2 hours fair housing,  
          4 hours real estate related
3.     15598 Fair Housing, Legislative/Legal Update & Ethics  
          for the Real Estate Professional, 1 hour fair  
          housing, 1 hour law, 2 hours ethics
4.     18898 Introduction to Residential Property  
          Management, 4 hours real estate related

5. 19498 Fair Housing/Legal Updates & Ethics for the Real Estate Professional (**CRP**), 1 hour fair housing, 2 hours law, 1 hour ethics
6. 20298 Understanding the New Home Sales Process, 4 hours real estate related
7. 20498 Appraisal for Real Estate Agents, 4 hours real estate
8. 20598 General Education for the Real Estate Professional, 4 hours real estate related
9. 08599 Home Inspection and the Settlement Process, 2 hours real estate related

Nine (9) were previously approved courses offered by approved schools.

1. 51744 Legal Update, 2 hours law, New River Valley Association of Realtors
2. 51745 The Real Estate Board's Regulations: What You Need to Know, 1 hour law, New River Valley Association Of Realtors
3. 51746 Procuring Cause: Law & Ethics, 2 hours law, 1 hour ethics, New River Valley Association of Realtors
4. 51748 Virginia Renewal Package 1 (**CRP**), 1 hour fair housing, 1 hour law, 3 hours real estate related, 3 hours ethics, Americas Best Real Estate Education
5. 51749 Virginia Renewal Package 2 (**CRP**), 1 hour fair housing, 1 hour law, 3 hours real estate related, 3 hours ethics, Americas Best Real Estate Education
6. 51761 Commercial Real Estate: Legal Update, 1 hour fair housing, 2 hours law, 1 hour real estate related, Central Virginia School of Real Estate
7. 51764 2003 Ethics Seminar, 2 hours ethics, Hampton Roads School of Real Estate (*pending approval of 51758*)
8. 51766 Top Deal Killers and How To Avoid Them, 2 hours law, Richmond Association of Realtors
9. 51771 VHDA: Loan Program Update for Real Estate Professionals, 2 hours real estate related, Central Virginia School of Real Estate

Forty-five (45) were original applications for courses offered by approved schools.

1. 51717 Tax Issues for Realtors, 1 hour real estate related, Virginia Association of Realtors
2. 51718 Professional Standards: Directors, Chairs, and Committees, 2 hours ethics, Virginia Association of Realtors
3. 51719 Night Court: Selling New Homes to your Buyer Client, 2 hours real estate related, Peninsula Real Estate School
4. 51720 Heating, Ventilation and Air Conditioning - Basics and Beyond, Parts I and II, 4 hours real estate related, AOBA
5. 51721 Boundary Law in Virginia, 2 hours law, 4 hours real estate related, NBI Inc.
6. 51722 Evictions and Landlord/Tenant Law in Virginia, 2 hours law, 4 hours real estate related, NBI, Inc.
7. 51723 CRS 200 - Business Development for the Residential Specialist, 4 hours real estate related, NVAR
8. 51724 Commercial Real Estate 2003, 4 hours real estate related, Virginia Association of Realtors
9. 51725 Real Estate Title Examination in Virginia, 2 hours law, 1 hour real estate related, NBI, Inc.
10. 51726 Understanding Sexual Harassment (**CRP**), 4 hours real estate related, The Institute for Continuing Education, Inc.
11. 51727 Keys to Success in a Real Estate Transaction in Virginia, 2 hours law, 4 hours real estate related, NBI, Inc.
12. 51728 Tax Strategies for the Real Estate Professional, 4 hours real estate related, Northern Virginia
13. 51729 Real Estate Ethics (**CRP**), 2 hours ethics, 2 hours real estate related, Moseley-Flint
14. 51730 Accredited Buyer Representative, 2 hours law, 2 hours fair housing, 2 hours real estate related, 2 hours ethics, Moseley-Flint

15. 51731 Representing the Buyer, 4 hours real estate related, Moseley-Flint
16. 51732 Innovative Marketing Techniques for Buyer Representatives, 4 hours real estate related, Moseley-Flint
17. 51733 Real Estate Technology, 4 hours real estate related, Moseley-Flint
18. 51734 Real Estate Finance and Mortgage, 4 hours real estate related, Moseley-Flint
19. 51735 Real Estate Ethics, 2 hours ethics, 2 hours real estate related, Moseley-Flint
20. 51736 When Listed Property Includes a Business, 4 hours real estate related, Moseley-Flint
21. 51737 2003 Mold and Commercial Real Estate Conference, 4 hours real estate related, 2 hours law, NAIOP
22. 51738 Letters of Intent, 2 hours law, Frederick Academy of Real Estate
23. 51739 The Commercial Administrative Process, 2 hours real estate related, 1 hour law Frederick Academy of Real Estate
24. 51740 Assignment and Subleasing, 2 hours real estate related, 1 hour law Frederick Academy of Real Estate
25. 51741 Engagement of Brokers, 1 hour law, 2 hours real estate related, Frederick Academy of Real Estate
26. 51742 Brokers' Remedies, 1 hour law, 2 hours real estate related, Frederick Academy of Real Estate
27. 51743 Renewal and Expansion Options, 3 hours real estate related, Frederick Academy of Real Estate
28. 51747 Real Estate Continuing Education (**CRP**), 2 hour fair housing, 2 hours law, 1 hour ethics, 3 hours real estate related, Tidewater Community College
29. 51750 How to do a Like Kind Exchange of Real Estate, 4 hours real estate related, Coldwell Banker

30. 51751 Understanding Home Construction and Problems Commonly Found in Existing Homes by Home Inspectors, 3 hours real estate related, The Professional Development Institute
31. 51752 Understanding Mold, 3 hours real estate related, The Professional Development Institute
32. 51753 CRS 202: Effective Buyer Sales Strategies, 4 hours real estate related, Northern Virginia Association of Realtors
33. 51754 Legal Update, 1 hour law, Virginia Association of Realtors
34. 51755 Practical Applications of 1031 Like-Kind Exchanges, 2 hours real estate related, Virginia Association of Realtors
35. 51756 Virginia Residential Landlord/Tenant Act and Current Legislative Issues, 2 hours law, 4 hours real estate related, Virginia Association of Realtors
36. 51757 2003 Professional Standards Seminar, 2 hours ethics, Virginia Association of Realtors
37. 51758 2003 Ethics Seminar, 2 hours ethics, Virginia Association of Realtors
38. 51759 The Real Estate Board's New Regulations: What You Need to Know, 2 hours law, Virginia Association of Realtors
39. 51760 Professional Standards & Code of Ethics, 2 hours ethics, 1 hour real estate related, Long & Foster
40. 51762 Understanding Contracts and Contract Writing, 2 hours law, 1 hour real estate related, Virginia Association of Realtors
41. 51763 Tax Strategies for Real Estate Professionals, 4 hours real estate related, New Millennium University
42. 51765 What Your License Entitles You To Do, 1 hour law, 1 hour ethics, Hampton Roads School of Real Estate
43. 51767 Financing/Buying a Home in an Historic District, 3 hours real estate related, Richmond Association of Realtors
44. 51768 Writing Effective Real Estate Contracts, 3

hours real estate related, Richmond Association of Realtors

45. 51769 Windsor Farms and the Tudor Revival Style, 2 hours real estate related, Richmond Association of Realtors

One (1) was an original application for a course offered by a school whose application was pending.

1. 51803 1031 Like-Kind Exchange Seminar, 4 hours real estate related, Wachovia Exchange Services, Inc.

C. One (1) application for an original pre-licensing course offered by an approved school was approved.

1. Broker Law Pre-Licensing Course (45 hours) Northern Virginia Association of Realtors

D. One (1) application for an original pre-licensing course offered by an approved school was deemed to need additional information prior to approval. The Committee requested that staff ask for the additional information

1. Principles of Real Estate (60) hours, New Star Realty School

E. One (1) application for an original pre-licensing course offered by a school whose application was pending was approved.

1. Principles of Real Estate (60 hours) Landmark Real Estate Academy

F. Nine (9) pre-licensing instructor applications were approved.

1. Randall D. Bateman - requests to teach as expert (reevaluation)
2. Paul Anthony Bellegarde - requests to teach as expert
3. Eddie Louis Bellett, Jr.
4. Sadie Banks Brown - requests to teach as expert
5. Timothy Patrick Corbett
6. Linda Harris Dragnich
7. David Graham McWatters
8. E. Regina Randolph
9. Howard Allen Waxman

G. Five (5) continuing education instructors were approved for previously approved Courses.

1. Marjorie Bell - Course 14402 - Seniors Real Estate Specialist, Senior Advantage R E Council
2. Michael Briggs - Course 15598 Fair Housing/Legal

Updates/Professional Standards & Ethics; Course 15498 At Home With Diversity; Course 11899 Legislative & Legal Updated for the R E Professional; Course 11799 Ethics for the R E Professional; Course 17599 Real Estate Investments; and Course 20598 General Education for the R E Professional - NVAR

3. Jonathan E. Lyon - Course 27799 Changes & Revisions to the New Regional Sales Contract; Course 08599 Home Inspections & the Settlement Process - NVAR
4. John C. Altmiller - Course 27799 Changes & Revisions to the New Regional Sales Contract; Course 08599 Home Inspections & the Settlement Process; Course 00300 -Unconventional Transactions - NVAR
5. Ann-Lewis Shaw - Course 27799 Changes & Revisions to the New Regional Sales Contract; Course 08599 Home Inspections & the Settlement Process; Course 00300 -Unconventional Transactions - NVAR

The meeting was adjourned at 3:20 p.m.